

MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

*Most Recent News on Maryland's Business Incubators
Presented by the MBIA (www.MDBusinessIncubation.org)*

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INCUBATOR NEWS

Emerging Technology Center (ETC) Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, email: annlansinger@etcbaltimore.com

New Tenant:

- **Alba Therapeutics** – Dr. Blake Paterson, President and CEO
Alba Therapeutics is a biopharmaceutical company dedicated to commercializing synthetic peptide therapeutics and drug delivery adjuvant, based on its ability to open and close tight junctions, transiently, reversibly, and physiologically.

New and Noteworthy:

- **VISICU, Inc.**, creator of eICU, announced that it has recently begun offering services to two new healthcare providers – Provena Health, a Catholic healthcare system that operates six hospitals in the Chicago area and East-Central Illinois, and Clarian Health Partners, which own five hospitals in Indianapolis and its surroundings. eICU enables intensivists and nurses to monitor and care for ICU patients through a centralized, high fidelity telemedicine network.
- **Alexander + Tom, Inc.**, an integrated marketing agency, has entered an agreement to develop online branding for Finish Strong Communications (FSC). FSC, a performance apparel company, has asked Alexander + Tom to develop and launch its new online brand strategy by providing branding design and technical services to drive revenue through FSC's e-commerce store. The first phase will launch in the fourth quarter of 2004.
- **Sensics** recently received a \$50,000 angel investment for marketing and brand development. The company manufactures the full field-of-view SkyVizor headset, which is used for virtual reality, visualization, design,

simulation and training. In addition, Sensics has added Joel Price as Vice President of Business Development. Price is an experienced entrepreneur with a background in mechanical engineering and robotics. He has previously been involved with several venture-backed companies including a firm that was acquired by General Dynamics.

Maryland Technology Development Center (MTDC)

Rockville, MD

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

New Tenant:

- **TriStar Technology** – Milan Bhagat, founder and president
TriStar is a biotechnology company that manufactures and supplies Tissue Micro Arrays and Protein Arrays to the pharma and biotech industries. TriStar also provides comprehensive support services for drug discovery including target validation in tumor tissue using Immunohistochemistry and In-Situ Hybridization.

New and Noteworthy:

- The **Maryland Intellectual Property Legal Resource Center (MIPLRC)** has appointed Frederick Provorny as its news director. Located at MTDC, the MIPLRC was established by the University of Maryland School of Law and Montgomery County Government to provide legal services to technology start-up companies in Maryland. Provorny brings to the position almost thirty years of experience in intellectual property law, complex business transactions, venture capital and technology transfer.

Graduate News:

- **Montgomery County Executive Douglas Duncan** last month recognized eight companies that have graduated from the MTDC in 2003 and 2004. The graduates are four bio companies: Intronn, Quanta Bioscience, Protiveris and Rexahn; and four IT companies: Nextone Communications, Intelitrac, Corvedia and Khera Communications. The graduates lease 76,000 square feet of lab and office space in the 270 Technology Corridor, and have a combined employment of more than 160 people. On average, each company graduated from the MTDC after a residency of two years. Attending the event were more than 100 guests from the Maryland and Montgomery County governments, presidents and CEOs from the county technology community, and MTDC graduates and current tenants.

techcenter@UMBC

University of Maryland Baltimore County

www.umbc.edu/techcenter

Contact: Walt Schulz, email: wschulz@umbc.edu

New Tenants:

- **AVIcode, Inc.** – Mike Curreri, CEO/President
AVIcode, Inc., an affiliate company of the techcenter@UMBC, develops enterprise application performance and fault management software that protects software investments by simplifying application maintenance and troubleshooting. The company recently received a \$100,000 investment from the Maryland Department of Business and Economic Development's (DBED) Challenge Investment Program. This program provides financing for seed-stage companies to cover a portion of the initial costs associated with bringing new products to market.□

New and Noteworthy:

- **COLUMBIA Technologies, Inc.**, which assesses vapor intrusion of contaminants into buildings, was invited to speak at the 2004 Annual Petroleum Hydrocarbon Conference, sponsored by the American Petroleum Institute and the National Ground Water Association. The focus of the conference, which will be held in Baltimore on August 17 and 18, 2004, is on the prevention, detection and cleanup of fuels and oxygenates such as the gasoline additive methyl tertiary-butyl ether (MTBE).□The company will present two papers that summarize the improvements it has created in the ability to detect and map out the location of these contaminants in order to more effectively clean them up.
- **Walter Schulz, Jr.**, has been promoted to director of the techcenter@UMBC. Schulz is responsible for managing the techcenter@UMBC complex in addition to leasing available space. He is the initial point of contact for emerging technology companies interested in joining the techcenter@UMBC Incubator Program.
- The Corporate Executive Council of **RWD Technologies, Inc.**, which specializes in products and consulting services that support training and organizational performance, hosted a dinner last month to honor the company's founder and

chairman, Dr. Robert W. Deutsch. The attendees recognized Deutsch for his achievements in academics, philanthropy and business, as well as his role in founding two successful companies: General Physics Corporation and RWD. Deutsch is chairman of the board and director of RWD's Applied Technology Laboratory, where he oversees new product development. More than 60 people attended the dinner including local dignitaries, including James Clements, vice president of economic and community outreach at Towson University; Freeman Hrabowski, president of UMBC; and Robert Bogomolny, president, University of Baltimore.

- The **techcenter@UMBC** is now working with Assistant Attorney General Jill McCullough. McCullough will provide council on techcenter@UMBC legal matters.

Technology Advancement Program (TAP)

University of Maryland College Park

www.tap.umd.edu

Contact: Sarah Djamshidi, email: sjam@umd.edu

New Tenants:

- **Trufina, Inc.** – Pete Bianco and Chris Madsen, founders
Trufina has developed a unique online identity verification system encompassing newly developed software, as well as a partnership with a leading supplier of data for background investigations.□□

New and Noteworthy:

- **ProteinOne**, a proteomics biotechnology company that catalogs, develops, customizes and markets purified, biologically active proteins and protein array platforms, has established distribution channels in Canada.□The company has acquired new customers and has developed significant research partnerships with three prominent organizations.□
- **DataStream Conversion Services**, a provider of high-value data products and conversion services, has won a substantial contract to perform Xtensible Markup Language (XML) data conversion services for the U.S. Senate.□It also was awarded a Maryland Industrial Partnerships (MIPS) grant for a research and development initiative with the University of Maryland.□In addition, the company has acquired one of its competitors in data conversion, with terms undisclosed.

UPCOMING EVENTS

TEDCO – Funding Briefings

TEDCO holds informational briefings to present details of its capital funding programs. The next briefings will be held on **Friday, August 13, 2004** from 2 p.m. to 3:30 p.m. at the Emerging Technology Center in Baltimore, and on **Friday, September 10, 2004** from 2 p.m. to 3:30 p.m. at TEDCO's Columbia offices. The briefings will teach companies how to use TEDCO's capital programs to help develop and transfer technology from Maryland universities and federal laboratories to the marketplace. Companies will learn details of the various programs, eligibility requirements, and guidelines for effective proposals, proposal submission and the review process, among others. Cost is free, but registration is required.

For more information and to RSVP, contact Steve Fritz at 410-715-4166 or info@MarylandTEDCO.org.

SmartacceleratorSM Course to be offered on Eastern Shore in Sept

UMBC's Alex. Brown Center for Entrepreneurship is pleased to announce its next smartacceleratorSM workshop, featuring as workshop leader Dr. Charles O. Heller, managing director of Beacon Global Private Equity and co-founder and former CEO of CADCOM, Inc., and Intercad Corporation. The workshop will take place from 9 a.m. to 5 p.m. on **Monday, September 13, 2004** in the Chesapeake College Higher Education Center Amphitheater and on **Monday, September 20, 2004** at Salisbury University, Power Professional Room 220.

The smartaccelerator program is for CEOs and senior management teams of start-up technology companies and provides training, networking, introductions to funding sources and technical assistance in order to accelerate the growth

and development of the companies. Panel participants will include Richard Bernstein, president, BAI Aerosystems, Inc.; Monty Deel, president and CEO, Global Properties, Inc.; Jim Duncan, president, Navtrak; Darrin Lipscomb, president, Avrio Group; Catherine Bolek, director, Office of Sponsored Research; Jim Buckland, regional director, DBED; Monty Saylor, senior vice president, Bank of America; Heidi Sheppard, program manager, TEDCO; and Jim Waters, Business Community Program Director, USDA Rural Development Office.

Applications are now being accepted. To learn more, contact Vivian Armor at armor@umbc.edu.

techcenter@UMBC – Alex. Brown Center for Entrepreneurship Speaker Series

UMBC's Alex. Brown Center for Entrepreneurship will host Dennis Fowler on **Monday, September 20, 2004** from 1 p.m. to 2 p.m. in the University Center, Room 310. He will speak about creativity and innovation in established and growing companies, addressing the development of new ideas, finding sponsors and understanding the political landscapes within organizations.

Fowler will talk about his experiences as a senior executive for organizations including Europe Online Networks, SA; The Walt Disney Company in the U.S. and Paris; and Xerox. A recipient of the U.S. Department of Commerce Pioneer Award, he will share insights garnered from more than 30 years of strategic management consulting, operational planning, strategic planning and international general management experience.

The Entrepreneurship Speaker Series provides a platform for successful entrepreneurs to candidly share their experiences and insights with UMBC students, faculty, alumni and the Baltimore business community. Whiteford, Taylor & Preston sponsors the events. Admission is free. For more information, contact Vivian Armor at armor@umbc.edu.

Other upcoming events include:

- **Monday, October 18, 2004** from 1 p.m. to 2 p.m. – Sean Carton, CEO and partner of Carton Donofrio Partners, Inc., a Baltimore-based marketing, communications, interactive media and public relations firm.
- **Saturday, November 27, 2004** from 1 p.m. to 2 p.m. – Suzanne Joyce, owner and president of Techguard Security, a techcenter@UMBC company that is a global provider of innovative network security solutions, security product development, system integration, project management and security services addressing the challenges associated with network security and privacy.

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)

www.MarylandTEDCO.org

Fort Detrick and the State of Maryland Sign Tech Transfer Agreement

Major General Lester Martinez-Lopez, Commander of the U.S. Army Medical Research and Materiel Command (USAMRMC), signed a Partnership Intermediary Agreement (PIA) with the State of Maryland's Technology Development Corporation (TEDCO).□

The purpose of the agreement is to promote cooperative activities between USAMRMC and small business firms and educational institutions served by TEDCO. TEDCO will provide services to foster the cooperative research and expand the technology transfer between and among USAMRMC, other federal laboratories, small businesses and universities.□ This agreement includes three prestigious Maryland-based laboratories under the USAMRMC: U.S. Army Medical Research Institute of Infectious Diseases, the U.S. Army Medical Research Institute of Chemical Defense and the Walter Reed Army Institute of Research.□

For more information on this Agreement, visit www.MarylandTEDCO.org.

Governor Ehrlich Announces DBED and TEDCO Top List in Start-Up Funding Programs

Governor Robert L. Ehrlich, Jr., announced that DBED and TEDCO both ranked at the top of a newly released national study for the largest number of investments in start-up/seed or early stage companies. In the July issue of *Entrepreneur Magazine*, DBED and TEDCO combined for 27 funding deals in 2003, funding the most start-ups of any organization in any state in the survey. DBED provided start-up funding for 12 companies and TEDCO provided funding for 15 companies. The survey is part of the magazine's report based on the "MoneyTree Survey" from PricewaterhouseCoopers, Thomson Venture Economics and the National Venture Capital Association (NVCA).

For a full copy of the report, visit <http://www.entrepreneur.com/mag/article/0,1539,315981,00.html> and for Maryland's listing visit <http://www.entrepreneur.com/listings/vc100/state/0,5958,MD,00.html>.

The Maryland Technology Development Corporation (TEDCO) has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and the development of technology-based businesses. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

Maryland's Incubator Update is presented by the Maryland Business Incubation Association (MBIA) and is funded by a grant from TEDCO and the U.S. Economic Development Administration (EDA). The Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO or MBIA, contact Laura Crovo at 410-902-5058 or lcrovo@mghpr.com or log onto www.MarylandTEDCO.org.

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